

Message Text

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PAGE 01 STATE 007930

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ORIGIN COME-00

INFO OCT-01 ARA-06 ISO-00 EB-07 /014 R

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R 131804Z JAN 76

FM SECSTATE WASHDC

TO AMEMBASSY LIMA

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E.O. 11652: N/A

TAGS: BEXP, PE

SUBJECT: MAJOR PROJECT: BAYOVAR PETROCHEMICAL COMPLEX

REF: LIMA 5958

1. THE LUMMUS CO. VISITED COMMERCE/MEPD TO DISCUSS
VARIOUS LATIN AMERICAN PROJECTS, INCLUDING BAYOVAR
PETROCHEMICAL COMPLEX. ACCORDING TO LUMMUS SALES
MANAGER FOR LATIN AMERICA, GUS TIRANNO, COMPANY
SUBMITTED PROPOSAL TO PERFORM FEASIBILITY STUDY AND
FRONT-END ENGINEERING FOR PROJECT IN SUMMER, 1975,
AND IS AWAITING FINAL APPRAISAL FROM INDUPERU.
PRIMARY COMPETITION ON THIS PHASE OF PROJECT IS
ITALIAN. DECISION EXPECTED SHORTLY. IF INDUPERU
DECIDES TO PROCEED, CRUCIAL ISSUE WILL BE FINANCING.
FOR FRONT-END LUMMUS FEELS IT CAN OBTAIN U.K. FINANCING
IF U.S. PACKAGE IS NOT AVAILABLE. COMPANY ALSO FEELS
THAT FRONT-END IS KEY TO ANY FOLLOW-ON WORK, WHICH WILL,
OF COURSE, BE SIZABLE. IF COMPANY WINS FEASIBILITY

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CONTRACT AND PROJECT IS DEEMED FEASIBLE, THEN LUMMUS

HOPES TO PUT TOGETHER U.S. PACKAGE FOR ETHYLENE UNIT.

IF ITALIANS WIN THEN CHANCES FOR U.S. PROCUREMENT
IN FOLLOW-ON SALES IS DIMINISHED.

2. WOULD APPRECIATE FURTHER EMBASSY COMMENTS RE
STATUS OF PROJECT AND WHETHER OR NOT PETROCHEMICAL
COMPLEX WILL PROCEED. AT OWN DISCRETION EMBASSY
MAY WISH VISIT INDUPERU TO EXPRESS USG INTEREST
AND/OR TO OBTAIN OTHER INFORMATION WHICH MIGHT BE
HELPFUL TO LUMMUS.
KISSINGER

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